2023 Results Presentation

For the 52 weeks ended 2 July 2023





Operational Review

Dieter Engelbrech

Pieter Engelbrecht

Financial Results

Anton de Bruyn

Strategy Update Questions

Pieter Engelbrecht

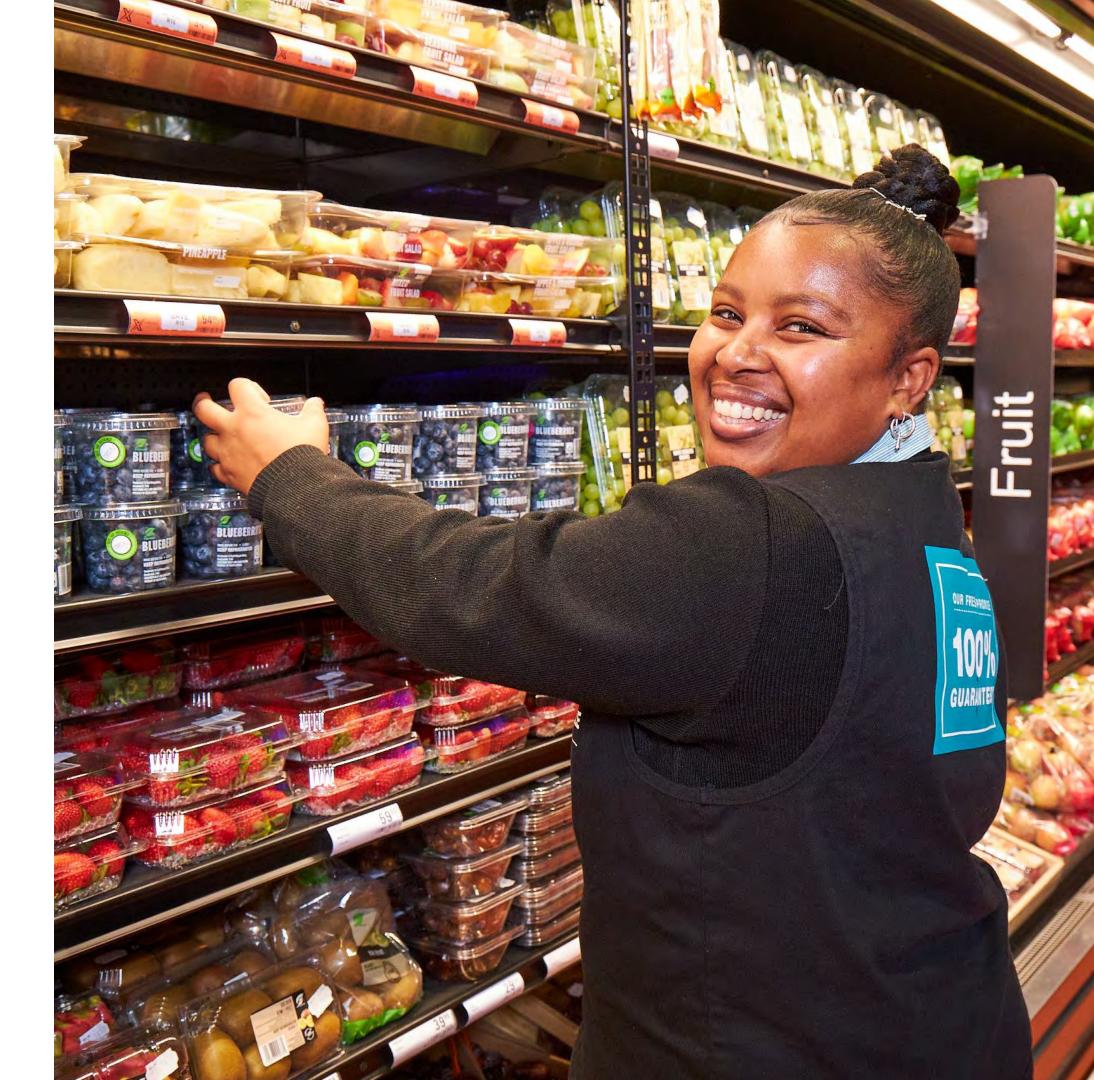


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Operational Review

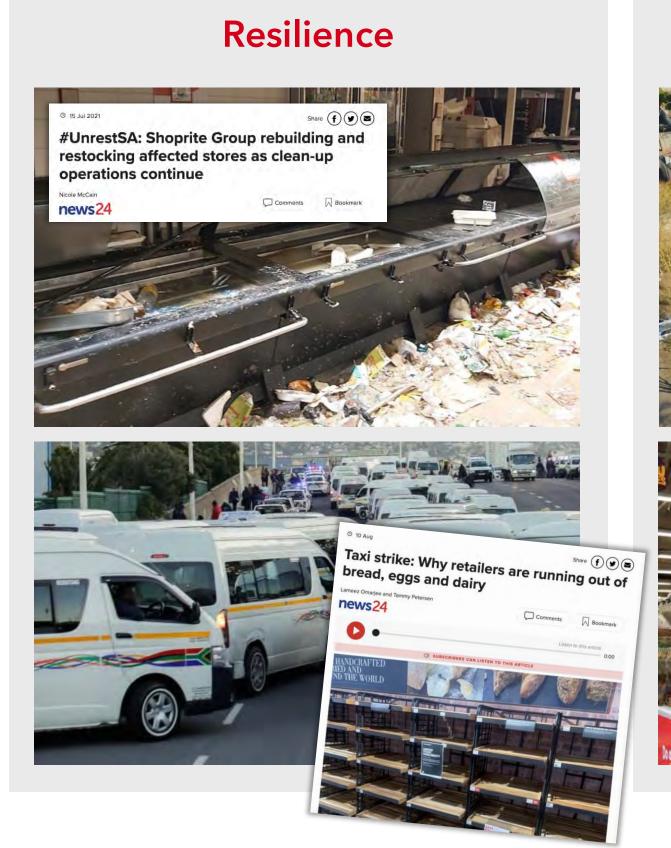
Pieter Engelbrecht
Chief Executive Officer

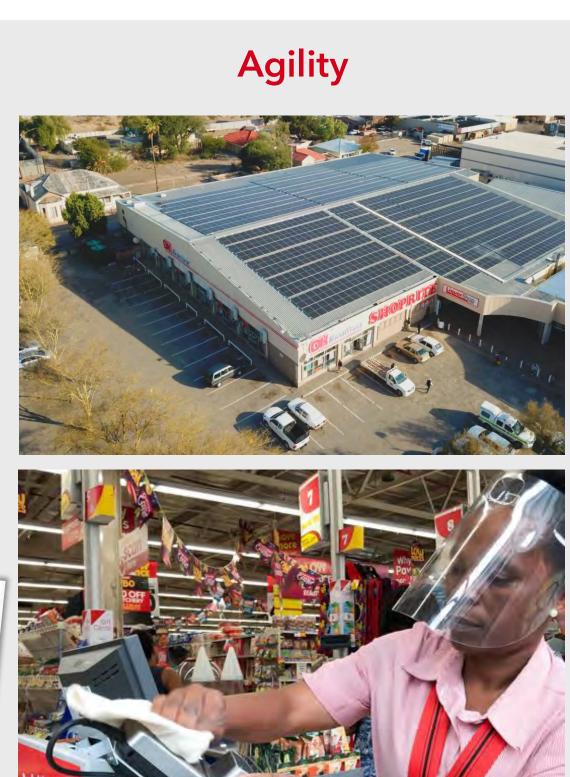




Proud of the daily dedication of the team

Our culture is becoming our competitive advantage





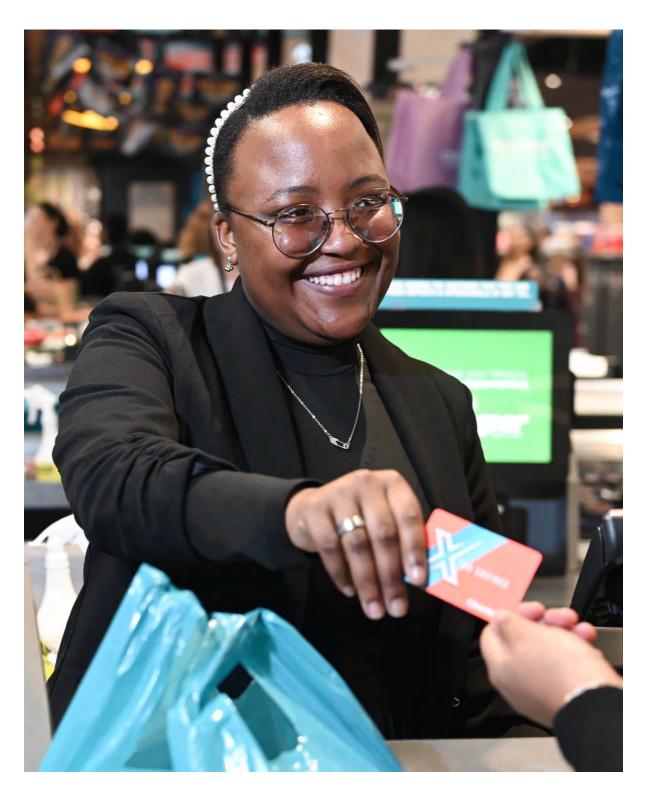




Surpassed the R200bn sales milestone

A Stronger, Smarter Shoprite

- Industry-leading growth continued after our multi-year transformation investment
- Advanced analytics optimising the core business in the absence of economic tailwinds
 - Invested in low prices for customers facing high interest rates and food inflation
 - Retail cost-to-serve pressures compounding in SA: insurance, fuel and weaker rand
 - R1.3bn diesel costs to power generators amidst rolling blackouts in SA (Supermarkets RSA)
- Surge in customer visits from our powerful combination of value, fresh and online
- Price and on-shelf availability for customers remain our priority





Exceptional sales performance in demanding conditions



R215.0bn

Sales



R51.7bn
Gross profit (+14.8%)





+9.7%

DHEPS

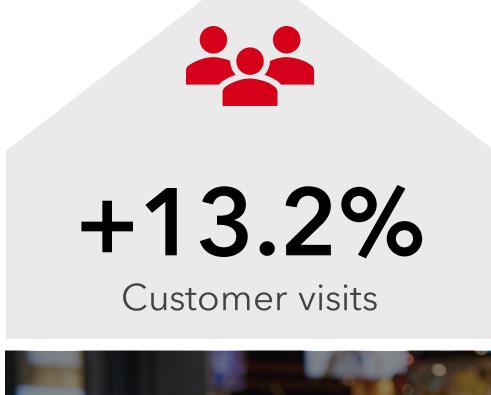




^{*} Like-for-like sales growth constitutes pro forma financial information in terms of the JSE Limited Listings Requirements.

^{**} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations.

Record customers, volumes and market share gains



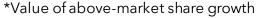




Items sold







Source: NielsenIQ, 52 weeks, June 2023 incl. liquor. Rest of Market universe includes Pick n Pay, Boxer, Spar, Clicks, Woolworths, Dis-Chem, Fruit & Veg City, Game, PEP, KitKat



Balanced customer portfolio performing well

Supermarkets RSA: Checkers & Checkers Hyper

R69.3bn
Sales value

18.0%
Sales growth

14.8%
RSA Market share*

20.4%
Private label participation (excl. liquor)

10.6m

Xtra Savings members



261 storesBest value in fresh and premium foods

Omnichannel market leader in value on fresh, groceries and premium food for upmarket customers

Average product range: 30 000

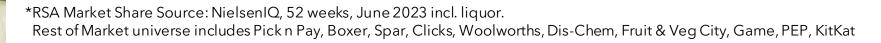
38 stores Amplified value on wider ranges

Checkers format with wider ranges in bulk groceries, general merchandise and key categories like Pet, Baby and Electronics

Average product range: 33 000







Balanced customer portfolio performing well

Supermarkets RSA: Shoprite & Usave

R90.0bn

Sales value

15.6%

Sales growth

19.1%

RSA Market share*

21.2%

Private label participation (excl. liquor)



17.2m

Xtra Savings members



615 stores

Africa's low price grocery leader

Lowest prices on trusted grocery brands, without compromising on customer service and product quality for price-conscious customers

Average product range: 11 000



441 stores

Limited assortment foods hard discounter

Proximity-to-home advantage offering a limited assortment of the most popular grocery items at unrivalled affordability for the most price-sensitive customers

Average product range: 1 900





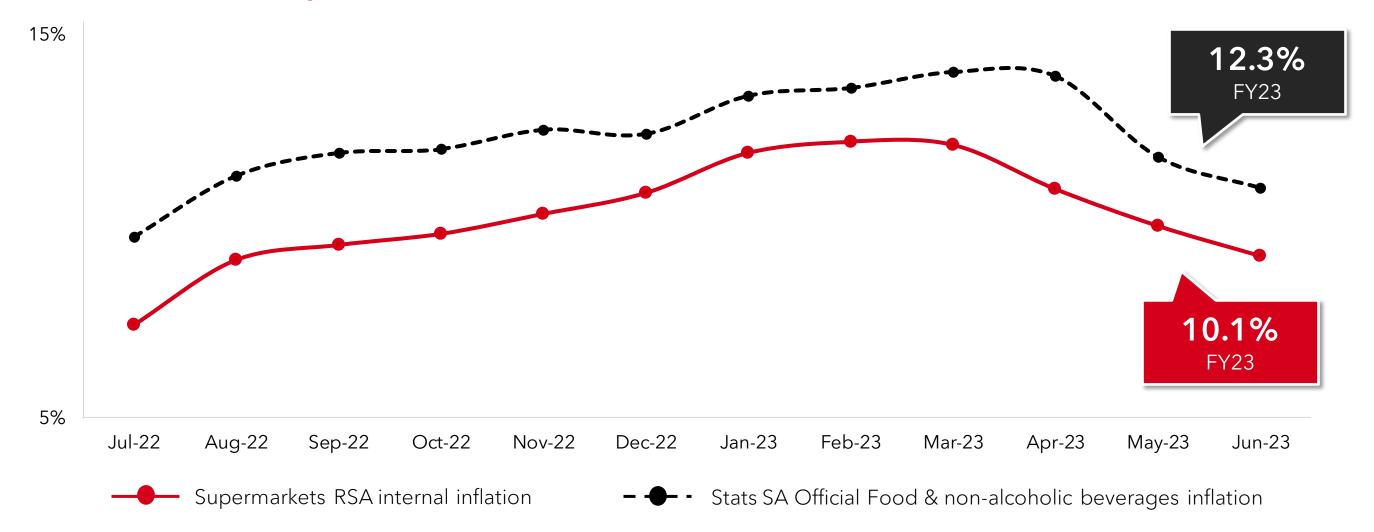
*RSA Market Share Source: NielsenIQ, 52 weeks, June 2023 incl. liquor.

Rest of Market universe includes Pick n Pay, Boxer, Spar, Clicks, Woolworths, Dis-Chem, Fruit & Veg City, Game, PEP, KitKat

Industry-leading growth in Supermarkets RSA

- Supermarkets RSA sales growth of 17.8% (10.3% like-for-like)
 - Checkers remains the fastest growing grocer in the premium food segment
 - Sales growth excluding Massmart acquisition +16.2%
 - LiquorShop sales growth +30.8%
 - Sixty60 sales growth +81.5%
- 14-year food inflation highs, moderating in Q4

Supermarkets RSA Internal Inflation vs Official Food Inflation

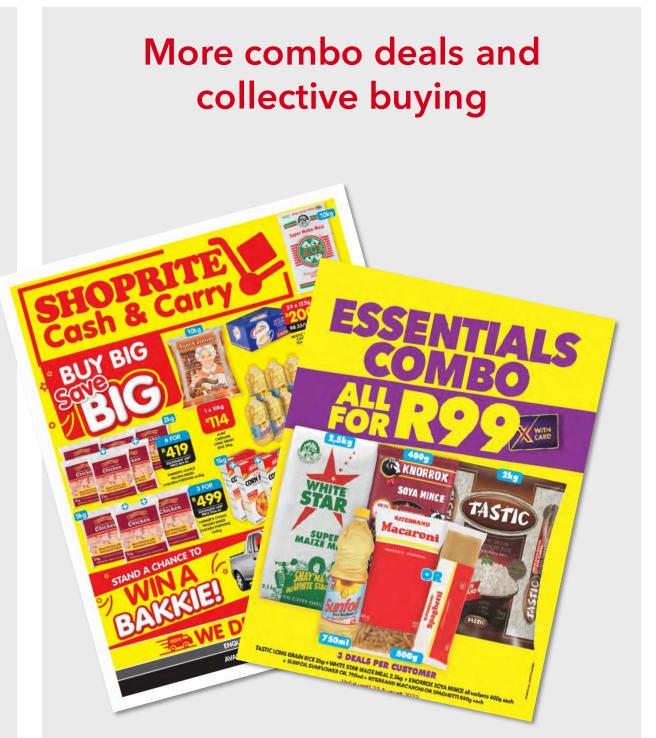


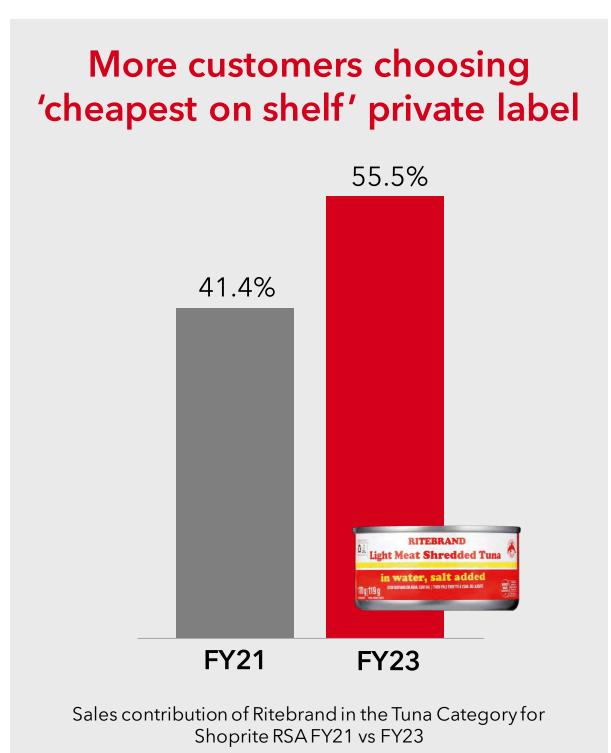


Customers are stretching budgets

Supermarkets RSA





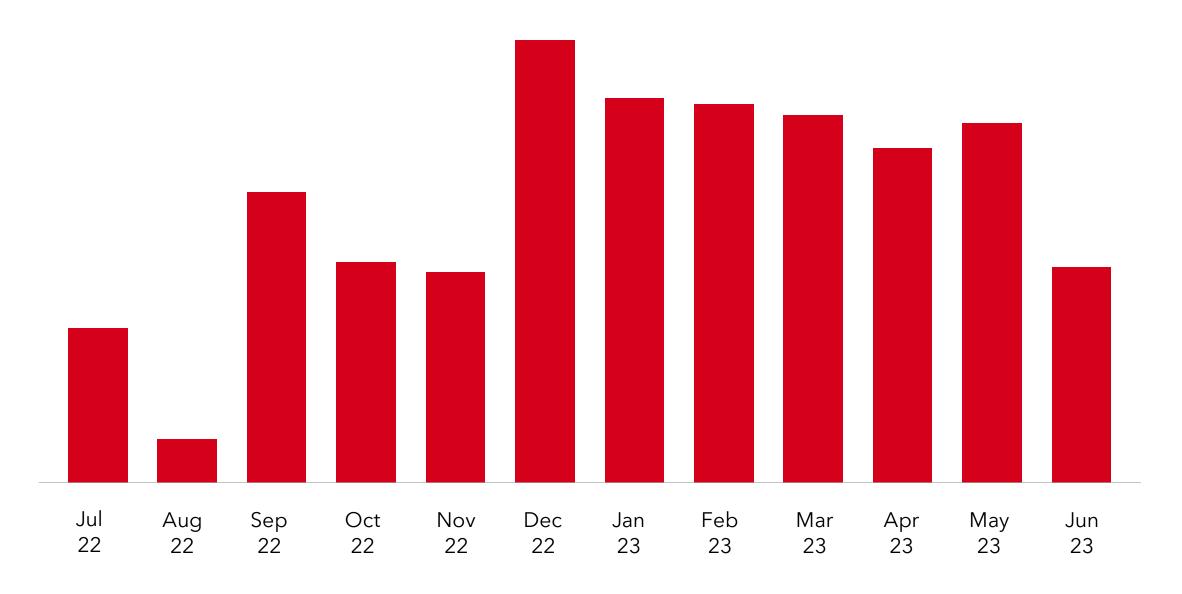




322 days of rolling blackouts increasing the stores' cost-to-serve

Supermarkets RSA

- Keeping doors open AND food fresh 24/7 during unprecedented rolling blackouts in SA
- R1.3bn diesel costs to power generators across all stores, DCs and offices
- Knock-on cost pressures across the food value chain (crop yields, transport, food waste, security, maintenance, etc.)



Diesel spend 2023: R1.3bn 2022: R0.2bn

Diesel spend by month (rand)



Unconditional savings for customers

Supermarkets RSA

Instant cash savings

R13.5bn

in Xtra Savings discounts in FY23



Accessible prices

+130m

R10 products sold in FY23







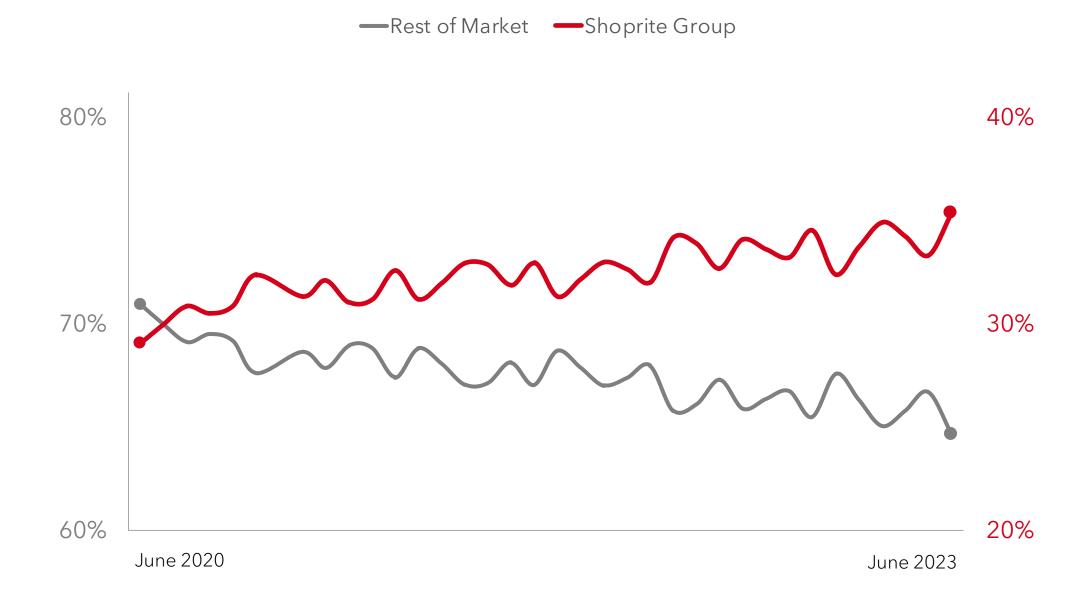
Multi-year market share advances

Supermarkets RSA

Record value of market share gain FY23*

R4.6bn R8.1bn Checkers R3.5bn **Checkers** Hyper SHOPRITE Usave SHOPRITE S

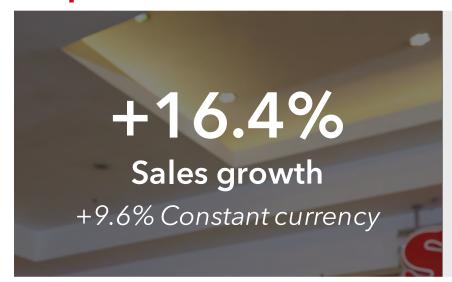
Achieved annual market share of 33.9% following multi-year gains





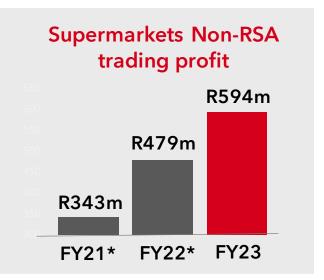
Supermarkets Non-RSA, Furniture and Other Operating Segments

Supermarkets Non-RSA



Narrowed regional scope (9 countries) reducing operational complexity

- Achieved R500m medium-term trading profit target
- Total 230 stores (opened net 2 stores)



Furniture



Decline in demand for home improvement post-covid

- Credit sales participation increased to 14.9% (2022: 13.4%)
- Total 434 stores (opened net 8 stores)



Other Operating Segments



Transpharm and Medirite performing well, increasing sales by 12.2% OK Franchise gaining share in wholesale market, increasing sales by 13.7%

Total 535 stores (opened net 22 stores)





Financial Results

Anton de Bruyn

Chief Financial Officer





Massmart acquisition

Effective date

9 January 2023

Stores acquired

94 stores + 1 meat plant

Purchase price

R662 million

Employees

+4 480 employees

Sales in H2 FY23

R2.4bn sales

Stores acquired Number of stores Shoprite 51 Usave 1 Shoprite LiquorShop* 42 Total acquired 94

Assets & liabilities acquired

	Rm
Property, plant and equipment	322
Right-of-use assets	784
Inventories	367
Lease liabilities	(784)
Trade and other payables	(27)
Fair value of net assets acquired	662



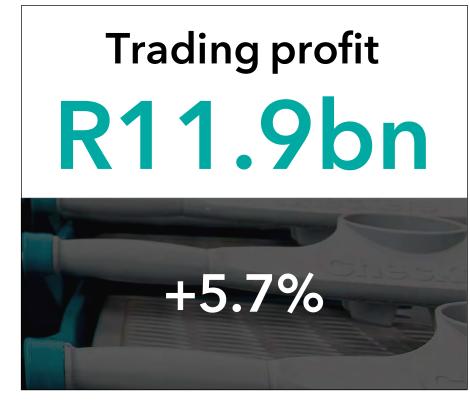
^{*} Two Shoprite LiquorShop stores have not commenced trading. Awaiting confirmation of liquor license transfer.

Financial highlights

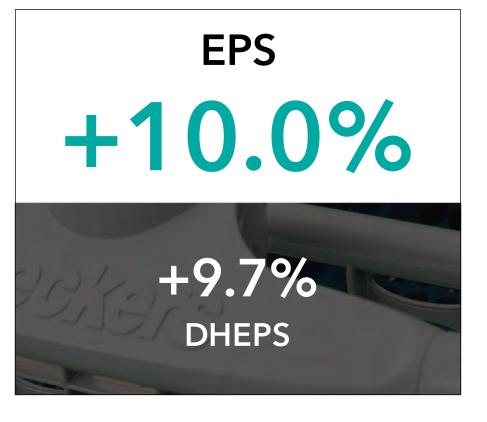
Sales R215.0bn +16.9% +10.6% Like-for-like*







EBITDA R18.8bn R384m **Exchange rate gains**



ROIC excl. IFRS 16 14.9% 13.5% WACC

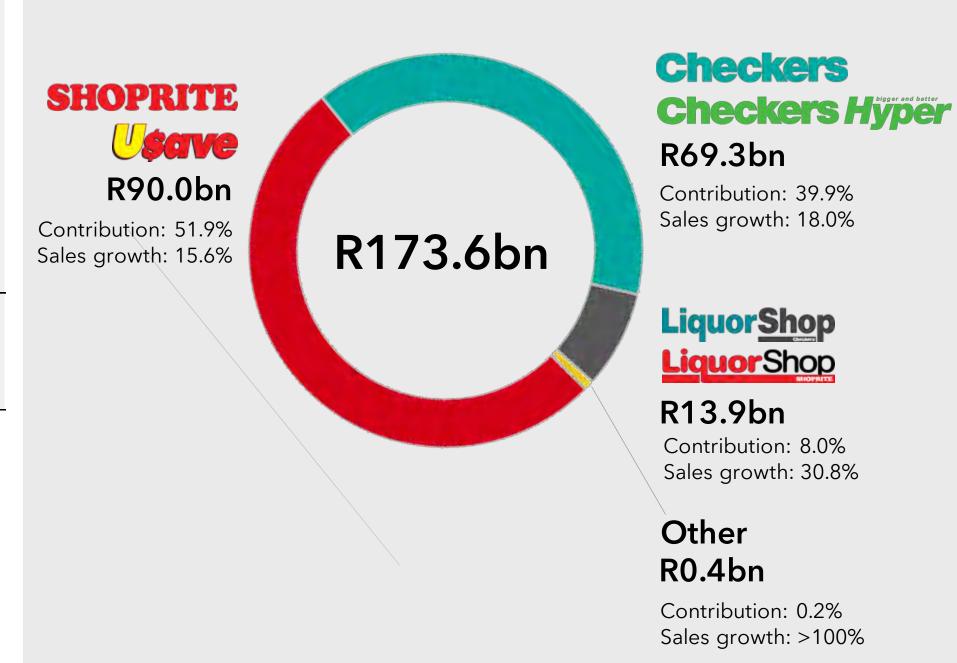
Dividend per share +10.5% 24.8% ROE

^{*} Like-for-like sales growth constitutes pro forma financial information in terms of the JSE Limited Listings Requirements.

Sales unpacked

Sales	Change %	2023 Rm	Restated* 2022 Rm	Like-for- like %
Supermarkets RSA	17.8	173 634	147 368	10.3
Supermarkets Non-RSA	16.4	19 622	16 857	16.3
Furniture	5.1	7 064	6 723	2.0
Other operating segments	13.3	14 636	12 920	11.3
Total continuing operating segments	16.9	214 956	183 868	10.6

Supermarkets RSABrand contribution and sales growth





^{*} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations.

Supermarkets RSA store expansion



Closures: 13 stores Openings: 222 stores Acquisitions: 92 stores



^{*} Included in the 23 Checkers store openings are four Checkers Foods stores.

^{**} Two Shoprite LiquorShop stores that formed part of the stores acquired from Massmart have not commenced trading. Awaiting confirmation of liquor license transfer.

^{***} Included in other: K'nect (5), Little Me (9), Outdoor (8) and UNIQ (9).

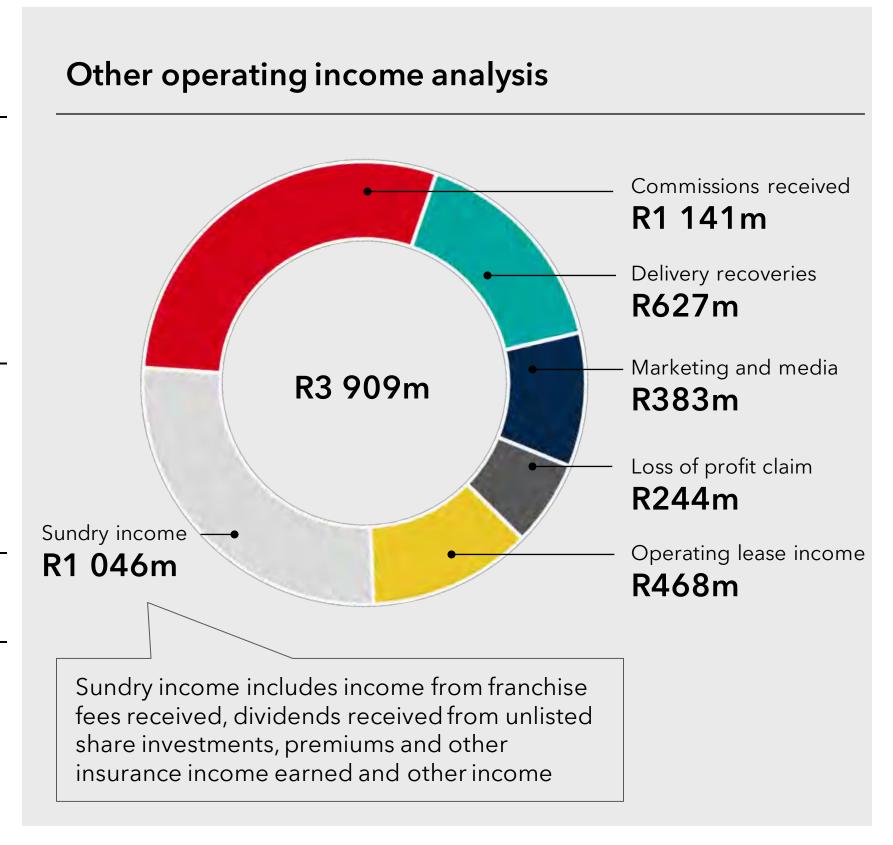
Trading profit: total income unpacked

Continuing operations	Change %	2023 Rm	Margin 2023 %
Gross profit	14.8	51 706	24.1
Other operating income	25.4	3 909	1.8
Interest revenue	22.2	665	0.3
Share of profit of equity accounted investments	20.7	251	0.1
Total income included in trading profit	15.6	56 531	26.3
Additional insurance claim relating to loss of profits		(222)	(0.1)
Total income included in trading profit excluding above	15.2	56 309	26.2_

NOTES:

INSURANCE CLAIM RELATING TO LOSS OF PROFITS:

R222m additional loss of profits claim recognised during the period.





Trading profit: total expenses unpacked

Continuing operations	Change %	2023 Rm	Exclusions Rm	Change %	2023 Expenses net of exclusions Rm
Depreciation and amortisation	17.1	6 305	-	17.1	6 305
Employee benefits	15.3	17 027	(107)	13.1% 14.6	16 920
Electricity and water	36.6	4 937	(1 101)	6.1	3 836
Other operating expenses	18.0	16 346	(181)	16.7	16 165
Total expenses included in trading profit	18.6	44 615	(1 389)	14.9	43 226
Expense margin (%)		20.8			20.1
NOTES:				•	nployee Tax Incentive The comparative year

NOTES:

EMPLOYEE BENEFITS:

Shoprite Employee Trust distributions and equivalent Non-RSA award: current year expense of R235m is R107m more than the prior year (2022: R128m).

ELECTRICITY AND WATER:

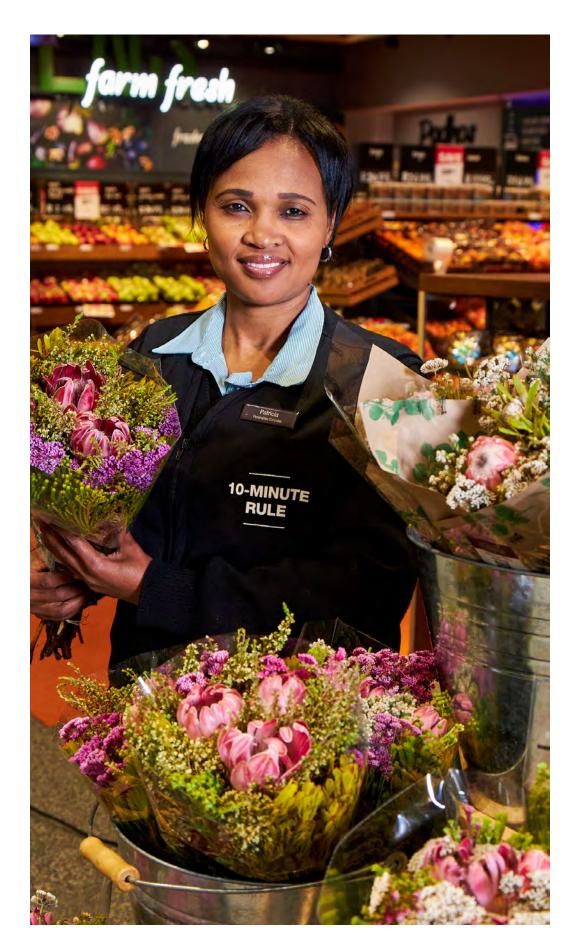
R1 327m spent on diesel to operate generators in Supermarkets RSA over the period, representing an increase of R1 101m versus the comparative year.

OTHER OPERATING EXPENSES:

R181m additional insurance cost as a result of the Group's decision to secure extra insurance coverage beyond what Sasria offers.



Trading profit by segment



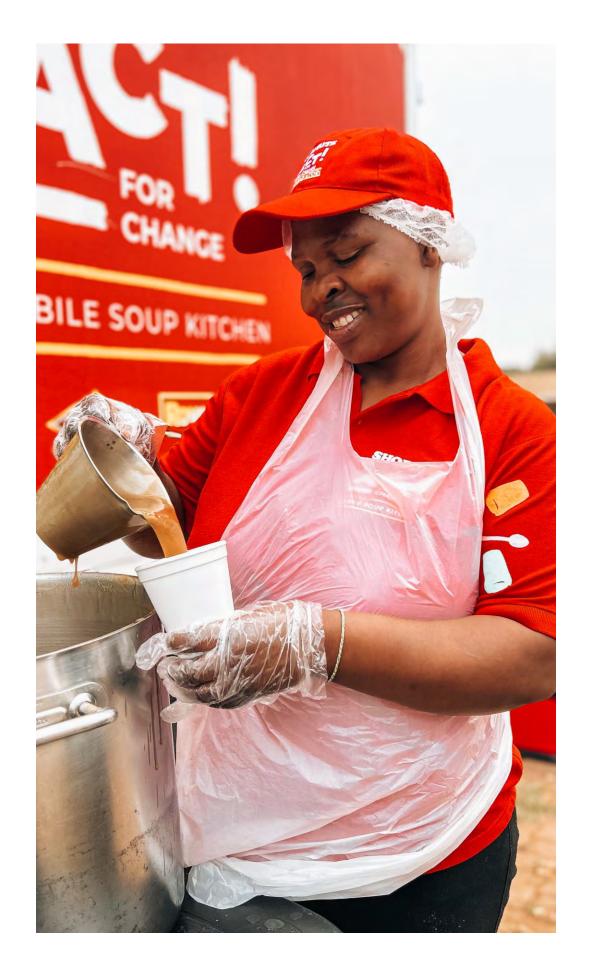
Continuing operations	Change %	2023 Rm	Restated* 2022 Rm	Trading margin 2023 %
Supermarkets RSA	5.6	10 841	10 263	6.2
Supermarkets Non-RSA	24.0	594	479	3.0
Furniture	(50.7)	104	211	1.5
Other operating segments	17.6	427	363	2.9
Total continuing operating segments	5.7	11 966	11 316	5.6
Hyperinflation effect		(50)	(38)	
Consolidated continuing operations	5.7	11 916	11 278	5.5

6.1% excluding additional diesel spent in Supermarkets RSA



^{*} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations and the reclassification of the Group's share of profit of equity accounted investments.

Net finance costs



Continuing operations	Change %	2023 Rm	Restated* 2022 Rm
Interest received from bank account balances	67.8	453	270
Borrowings and other finance charges	68.6	(595)	(353)
Lease liabilities finance charges	16.3	(3 070)	(2 640)
Net finance costs	18.0	(3 212)	(2 723)

Increase in finance charges on lease liabilities impacted by sale and leaseback of two additional distribution centres



^{*} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations.

Financial Overview

Borrowings

R6.4bn

R5.5bn 2022 Borrowings to equity ratio

24.2%

25% - 30%

Target

US dollar borrowings
US\$29m

8.5%
of total borrowings

Change in right-of-use assets

+R3.1bn

Change in lease liabilities +R4.0bn

Net changes in working capital*

(R175m)

Inventory (R 3 059m)
Trade and other payables R3 538m
Trade and other receivables (R687m)
Other R33m

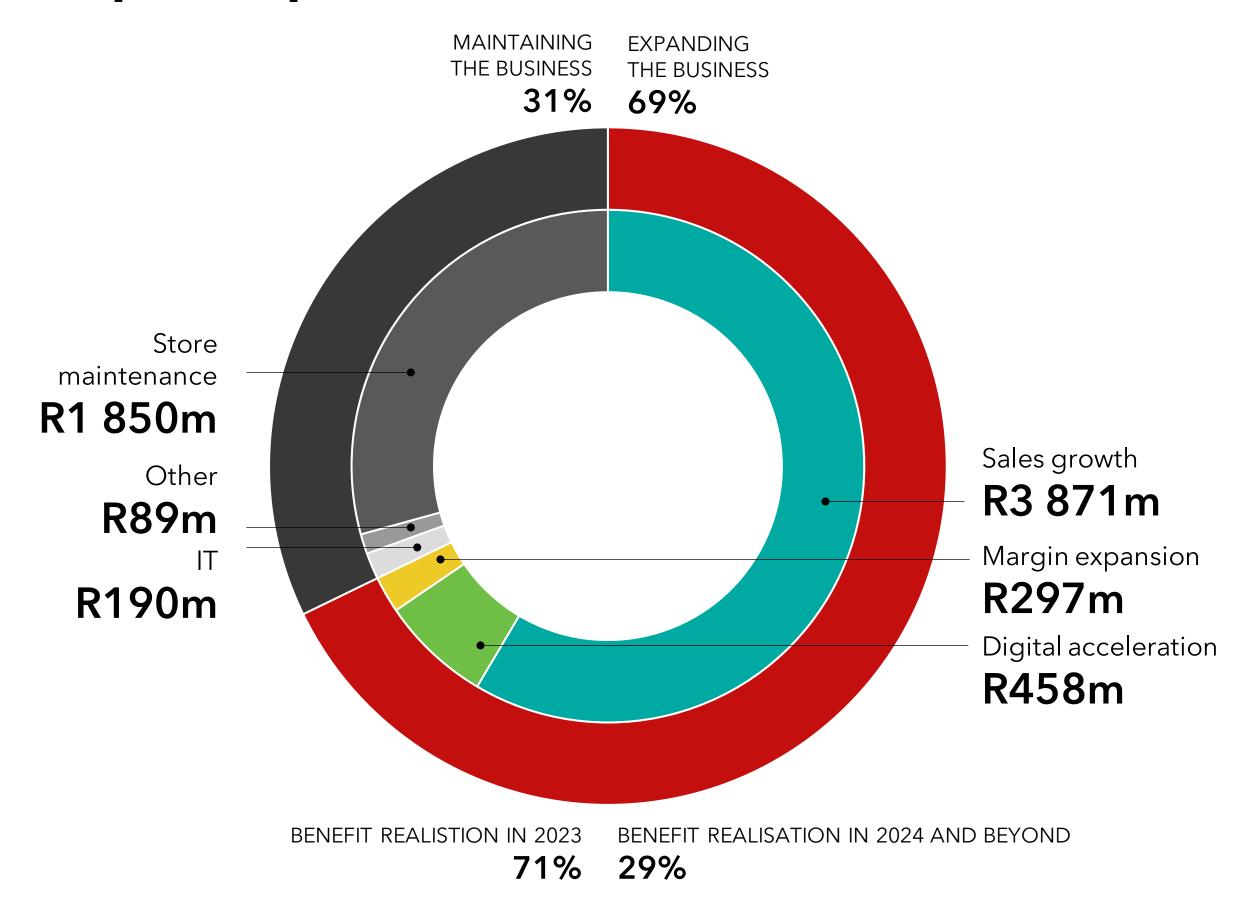
Net cash
R6.6bn

+10.5%



^{*} Net inflows/(outflows) as per statement of cash flows.

Capital spend



CAPITAL SPEND AS % OF SALES

2023: 3.1%

2022: 2.9%

CAPITAL SPEND AS % OF SALES

Excluding capital spend on Massmart and social unrest

2023: 3.0%

CAPITAL SPEND

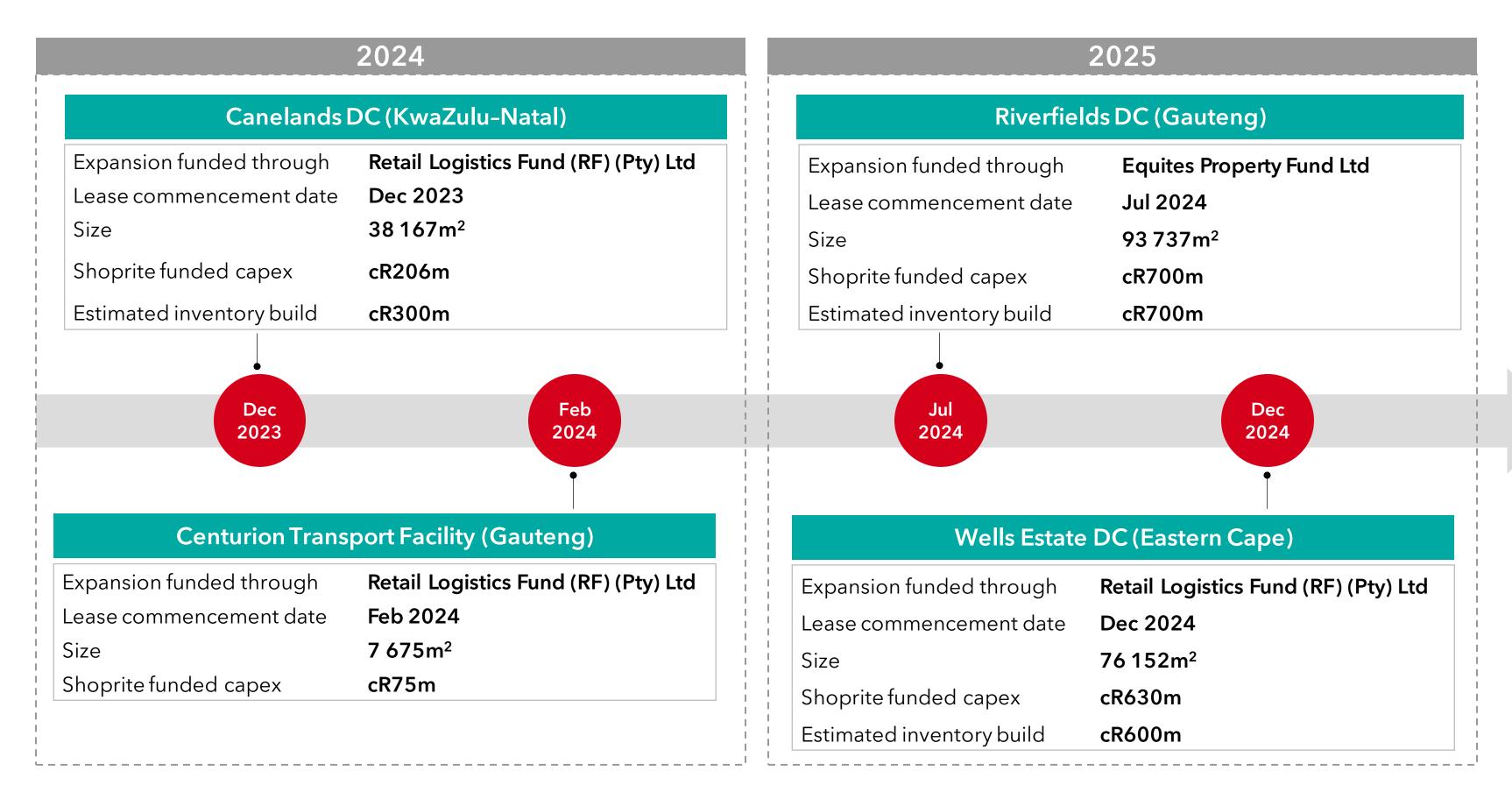
2023: R6 755m

2022: R5 381m





Supply chain expansion





Inventories

Inventories as % of sales from continuing operations	2023	Restated* 2022 %
Supermarkets RSA	11.7	11.7
Supermarkets Non-RSA	11.4	13.9
Furniture	24.8	24.8
Other operating segments	5.6	4.9
Total continuing operations	11.7	11.9

Excluding the impact of stock held in the distribution centres:

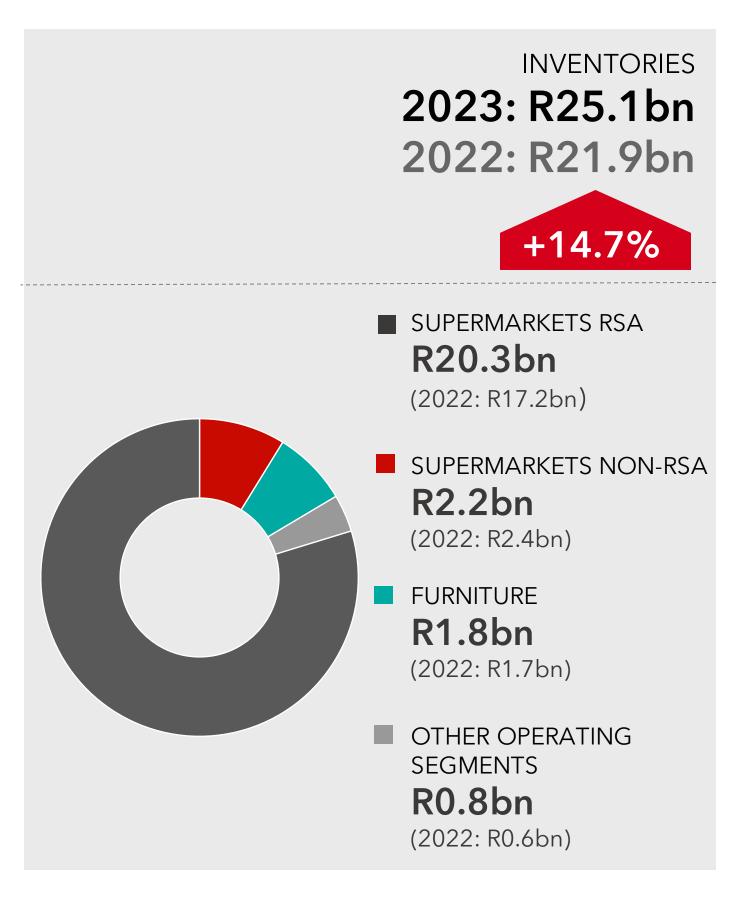
Total continuing operations

8.4% (restated* 2022: 9.3%)

Total continuing operations 8.4% (restated* 20 Supermarkets RSA 8.0% (2022: 9.0%)

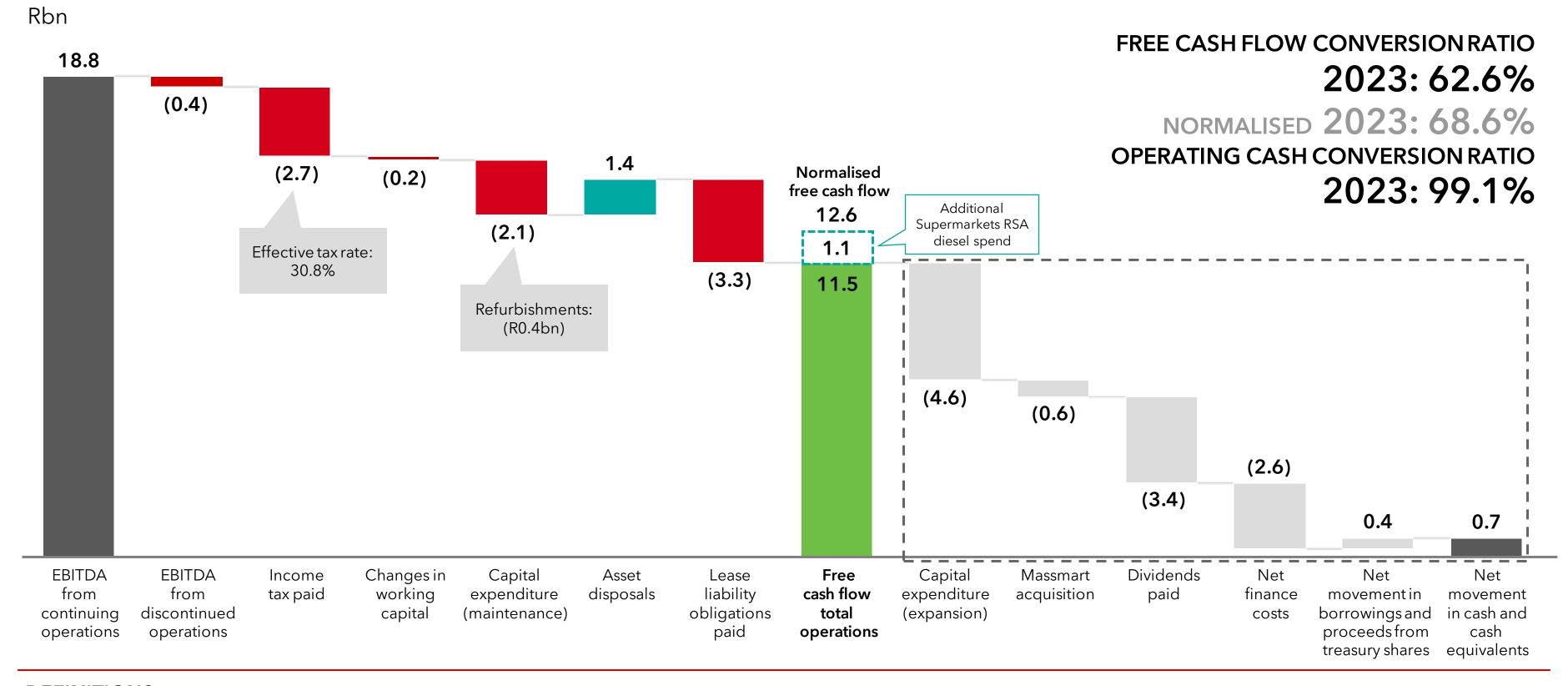
- Expanded footprint with opening of 340 corporate stores
- Increase in supply chain network capacity to manage additional safety stock levels
- Increased inventory holding in distribution centres to support elevated levels of sales growth

^{*} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations.





Free cash flow



DEFINITIONS

Free cash flow: cash generated after accounting for cash outflows to support operations and maintain capital assets. Free cash flow conversion ratio: free cash flow as a percentage of EBITDA from total operations.

Operating cash conversion ratio: cash generated from operations as a percentage of EBITDA from total operations.



2024 Guidance considerations



Sales	Massmart stores should contribute R2.5bn in H1. In base from H2.
Operating costs	Diesel generator expense to continue, in base from September 2023. Insurance claim included in 2023 other income, will not repeat.
Tax	Effective tax rate 30% - 31%.
Capital allocations	Dividend at discretion of Board per policy of 1.75 times full year DHEPS (continuing operations) cover. Share buy-back authority in-place, usage will be determined during the year, however capital allocation prioritises core business expansion and acquisition capex.
Capex	 cR8.5bn which includes additional spend for: Massmart store upgrades Investment in supply chain Continued store openings
Non-RSA	Volatility driving inflation expected to weigh on affordability. Investment in Angola Government Bonds and Bills anticipated to decline which will impact interest earned. Current performance is in line with our medium-term trading profit guidance which is unchanged.
New stores	314 planned store openings for 2024 including faster expansion within the franchise operations as a result of a franchise and technical support agreement entered into for 60 franchise stores.
Inventories	c12.0% of sales based on inventories build for new DCs coming on stream and maintaining high in-stock levels for customer availability.

2023 Full Year Financial Results

Strategy Update

Pieter Engelbrecht

Chief Executive Officer





Our Shoprite Purpose

Uplifting lives every day

by pioneering access to the most affordable goods and services, creating economic opportunity and protecting our planet.



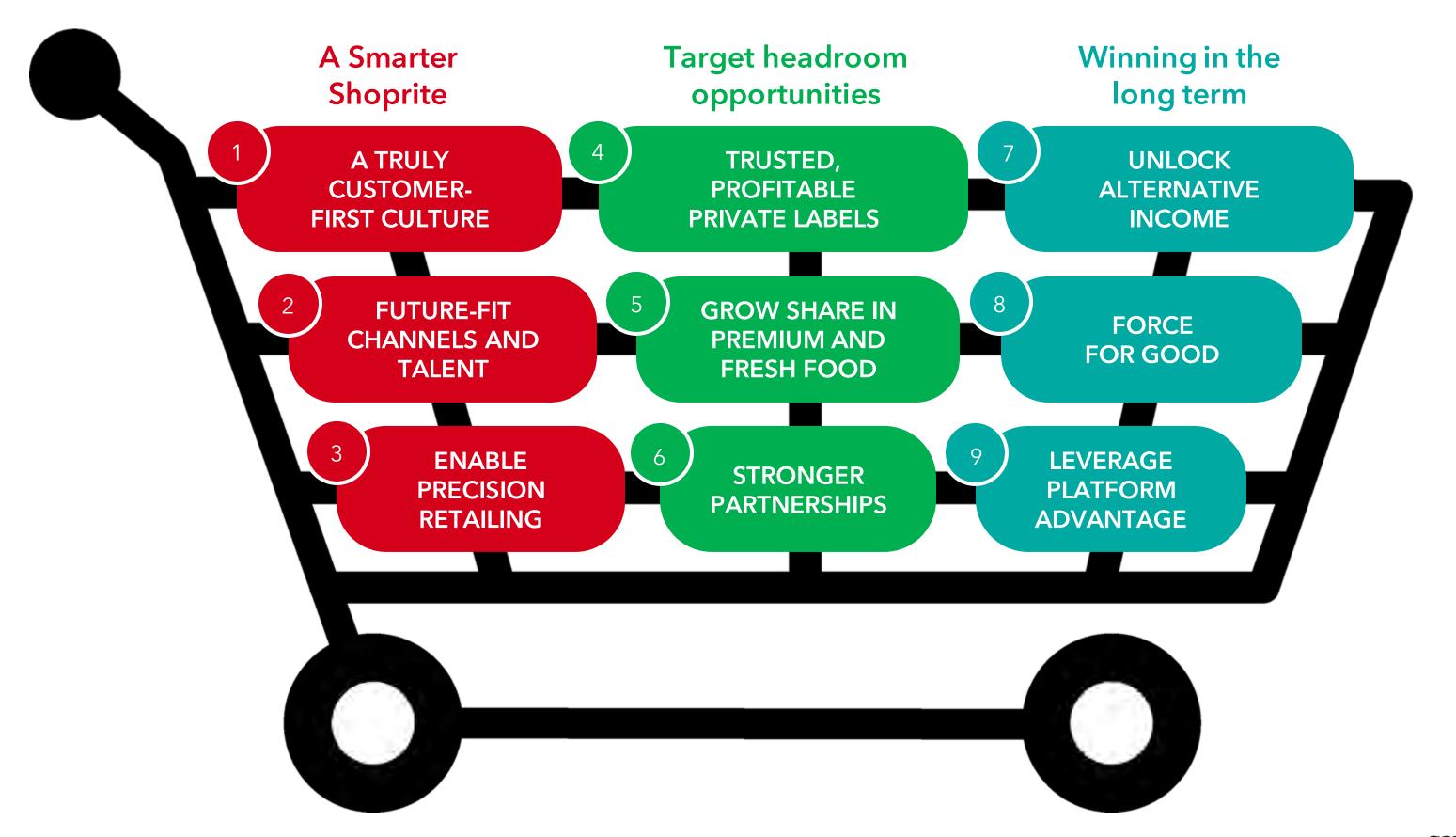








9 Strategic Priorities guide our daily decision-making





A busy year







July 2022 June 2023

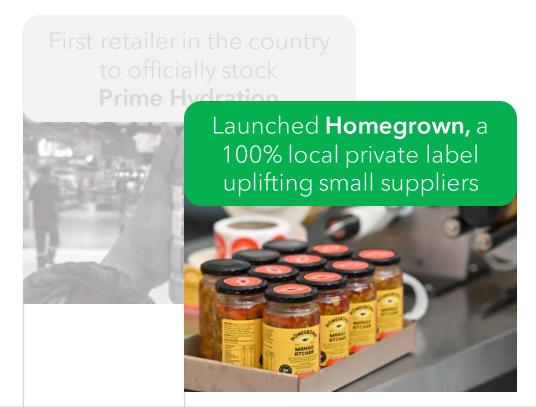






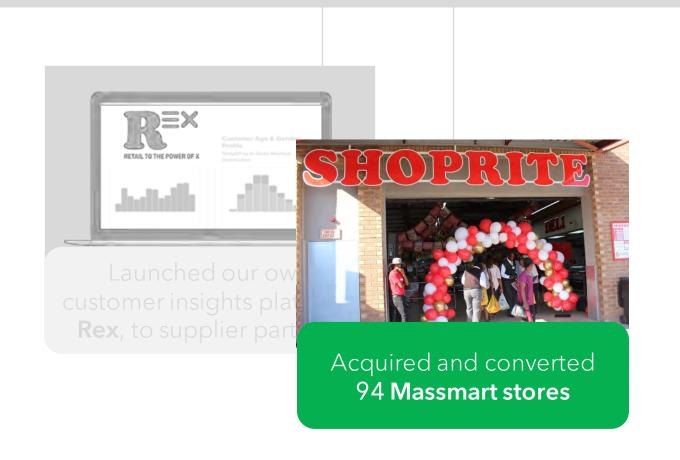


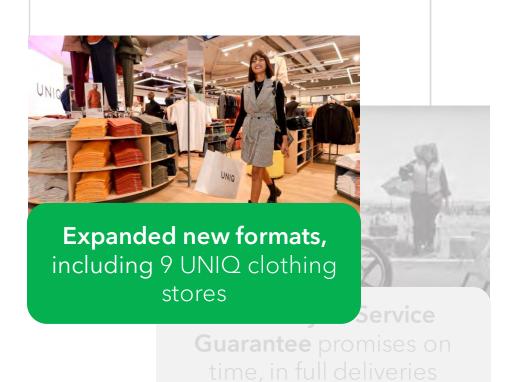


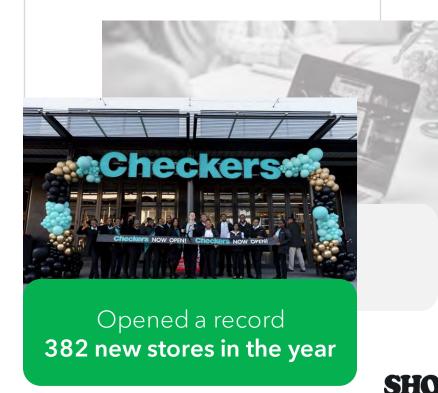




July 2022 June 2023



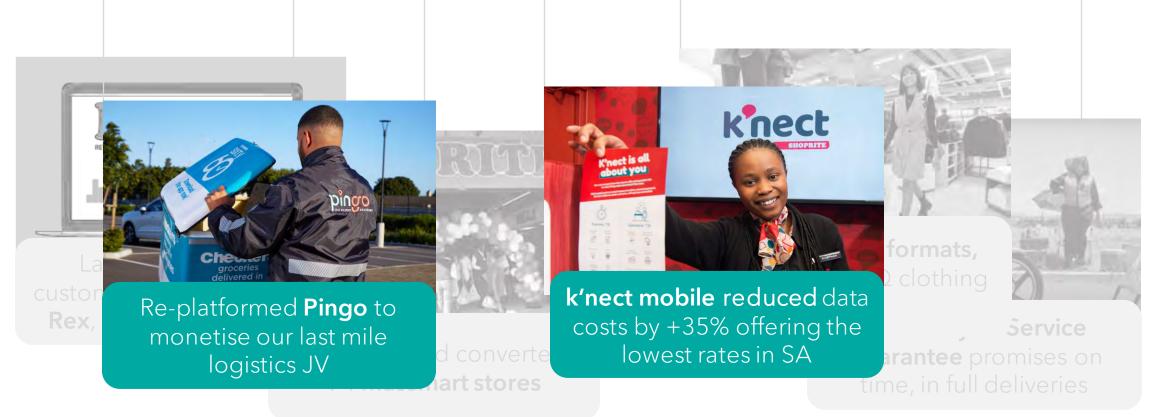








July 2022 June 2023



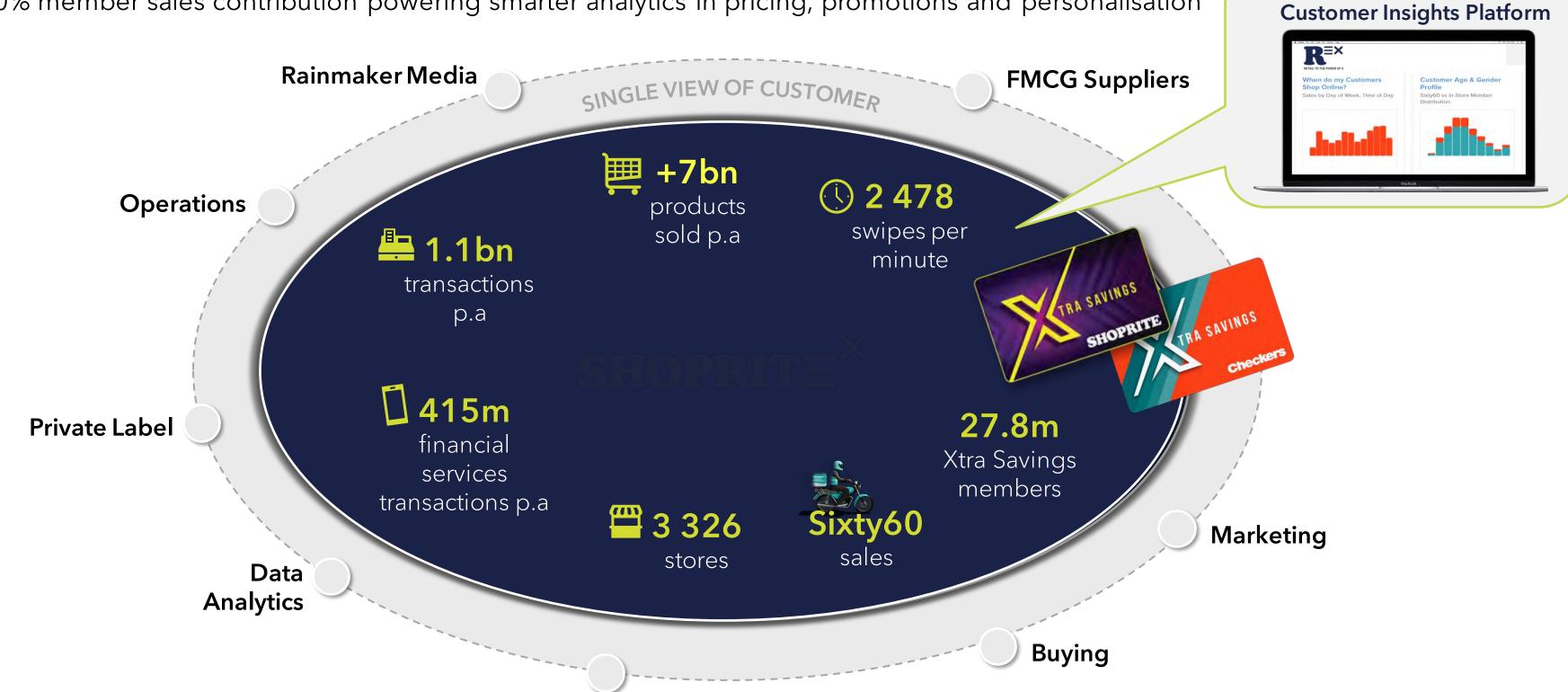




NEW

✓ Xtra Savings Rewards has signed up 27.8m members - voted SA's No. 1 Retail Rewards Programme

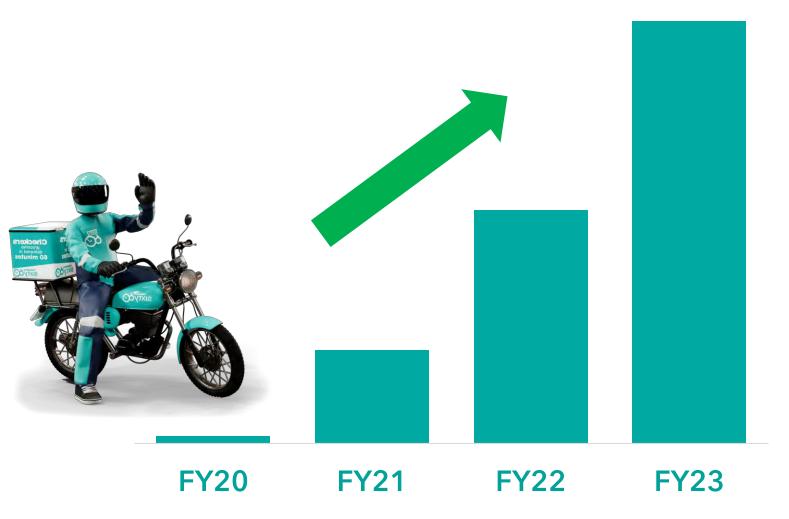
√ >80% member sales contribution powering smarter analytics in pricing, promotions and personalisation.



Redefining 1-hour online grocery delivery

- ✓ Sixty60 sales growth continues with 81.5% increase on top of 149.8% in the prior year
- ✓ SA's No. 1 grocery app with national footprint available in 466 locations
- ✓ Supporting job creation totaling 9 091 new opportunities since launch

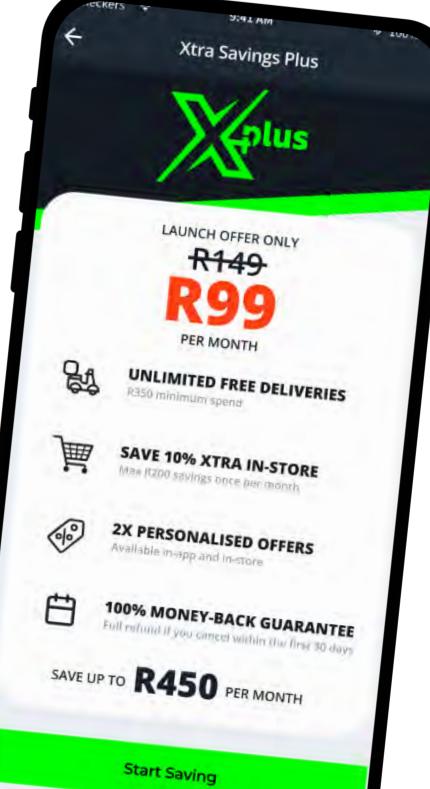
Sales momentum continues



Annual Sixty60 sales FY20-FY23

Defending our lead: SA's 1st grocery subscription





Trusted, profitable Private Labels

Supermarkets RSA

Trusted Private Labels

96%

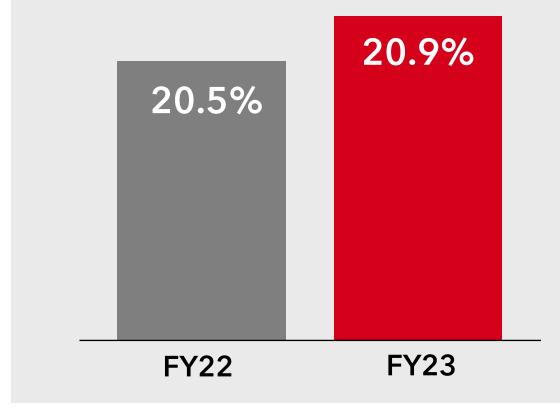
of all customers now buy at least one of our private labels



Increasing Private Label contribution

Private label sales growth +19.2%

Increasing Private Label Sales participation (excl. liquor)



Premiumisation of Private Labels

Top 7 Premium labels in Checkers achieved +29.0% sales growth









Headroom in Liquor

1.3x

faster sales growth vs Rest of Market*



700th

liquor store opened: LiquorShop Concordia

Focus on Fresh

R2.3bn

market share gains in Fresh Food FY23*





87 FreshX

Checkers store renewal program leading in food theatre (FY24: +10 new planned)

Increasing Sales in Adjacencies

3x

Customer pet category spend**

















Stronger partnerships

OK Franchise

- Increasing market share and centralised distribution
- New convenience format for residential suburban growth



Brand and Supplier Partnerships

- Specialty Brand Partnerships enhancing fresh food theatre in-store
- NEXT Capital enabling supplier development







Investing for growth through the cycle

Increased supply chain capacity through Retail Logistics Fund (Pty) Ltd (adding 200 000m² over the next 2 years)



FUTURE-FIT SUPPLY CHAIN EXPANSION

BUILD OUR STORE NETWORK TO LEVERAGE PROXIMITY ADVANTAGE

382 new stores opened in FY23 with **314 planned** in FY24



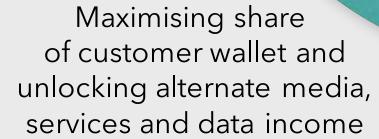
DOUBLE DOWN ON DIGITAL















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A Force for Good



Supporting 215 community food gardens covering more than 4.5 million m², and more than

3 750 home food gardens











1 million LED light bulbs saved the Shoprite Group R346m in electricity costs

5.5% of electricity now sourced from renewables



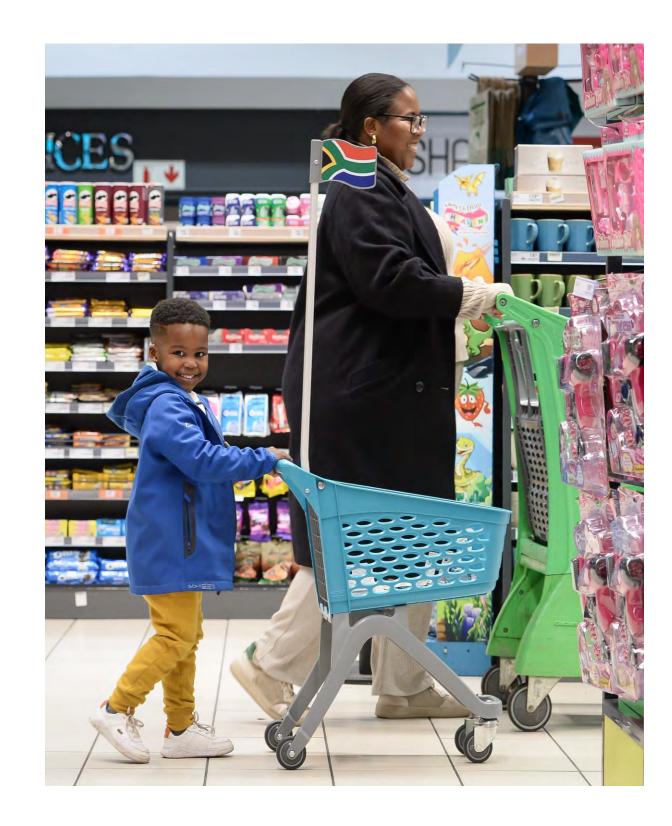
Leveraging our ecosystem of value





Our Outlook

- Supermarkets RSA sales growth rate for the first six weeks of FY24 remains double digits and ahead of the market, albeit lower than reported in FY23
- Reflects Supermarkets RSA Selling price inflation slowing to a 12-month low in July at 8.6% (3.3% off its peak in Feb 23)
- Supermarkets RSA sales coming off a high FY23 Q1 growth base of 19.9%
- FY24 H1 inclusion of 92 stores trading from Massmart acquisition
- Rolling blackouts continue to add significant operational costs, however the step change in diesel spend is in the base from September 2023
- Investing in growth and strong strategic momentum despite tough climate
 - Price champion for customers
 - Investing in product availability
 - Continue to leverage the platform advantage of our retail business





Thank You Questions





Additional Information

Anton de Bruyn

Chief Financial Officer





Financial metrics

	2023		2022 Restated*			
	ROIC Rm	IFRS 16 impact Rm	ROIC excl. IFRS 16 Rm	ROIC Rm	IFRS 16 impact Rm	ROIC excl. IFRS 16 Rm
Trading profit	11 916	(2 487)	9 429	11 278	(2 214)	9 064
Effective tax rate	30.8%		30.8%	30.6%		30.6%
Trading profit after tax	8 247	(1 721)	6 526	7 822	(1 535)	6 287
Invested capital	74 832	(29 274)	45 558	67 760	(26 011)	41 749
Average invested capital	71 296		43 654	61 481		37 275
ROIC	11.6%		14.9%	12.7%		16.9%
	2023		_	2022		
ROE	24.8%			27.5%		
WACC	13.5%		_	15.1%		

^{*} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations and the reclassification of share of profit of equity accounted investments.

DEFINITIONS: ROIC: Trading profit over the last 12 months (52-week basis) after tax (applying the effective tax rate) expressed as a percentage of average invested capital for the period on a 52-week basis.

Invested capital: Net asset value excluding borrowings, lease liabilities and bank overdrafts.

ROE: Headline earnings from continuing operations expressed as a percentage of equity before non-controlling interest at the beginning of the period. WACC: Weighted average cost of capital calculated in terms of the Group's policy.



Diluted headline earnings per share (DHEPS)

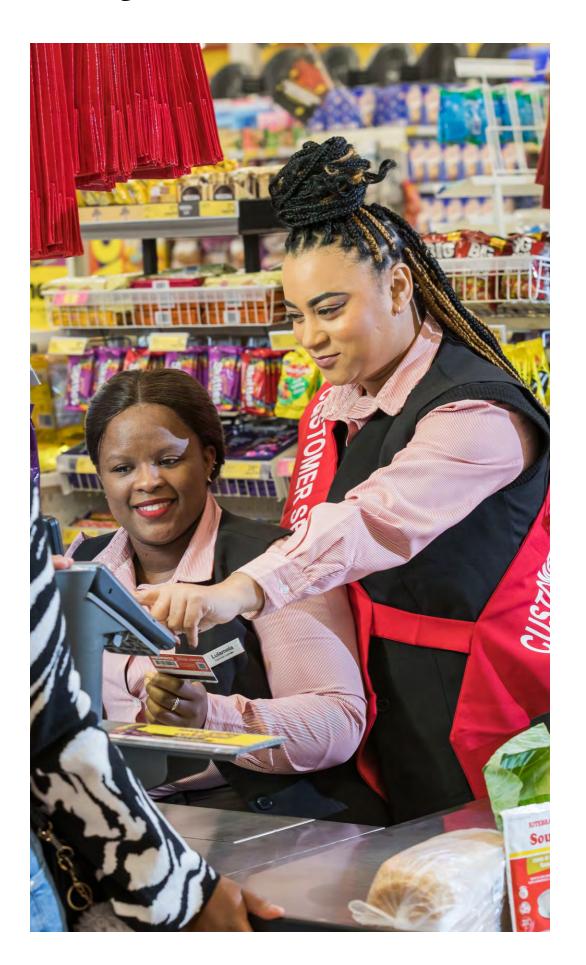


	Change %	2023 cents	Restated* 2022 cents
DHEPS continuing operations	9.7	1 159.4	1 056.9
DHEPS discontinued operations	>100	(70.5)	(7.5)
DHEPS including discontinued operations	3.8	1 088.9	1 049.4
DHEPS continuing operations	9.7	1 159.4	1 056.9
Adjusted for the impact of:			
Shoprite Employee Trust distributions to eligible employees in South Africa and equivalent awards granted by subsidiaries in countries outside South Africa	84.2	43.1	23.4
Exchange rate differences	>100	(70.4)	47.4
Hyperinflation	30.4	9.0	6.9
Lease modifications and terminations	(9.1)	(11.0)	(12.1)
Related tax effect	>100	24.3	(11.2)
Adjusted DHEPS from continuing operations	3.9	1 154.4	1 111.3
Adjusted HEPS from continuing operations	3.8	1 161.2	1 118.6

^{*} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations.



Adjusted DHEPS reconciliation



	2023 Headline earnings Rm	2023 DHEPS* cents
Headline earnings including discontinued operations	5 945	1 088.9
Headline loss from discontinued operations	385	70.5
Headline earnings from continuing operations	6 330	1 159.4
Adjusted for the impact of:		
Shoprite Employee Trust distributions to eligible employees in South Africa and equivalent awards granted by subsidiaries in countries outside South Africa	235	43.1
Exchange rate differences	(384)	(70.4)
Hyperinflation	50	9.0
Lease modifications and terminations	(60)	(11.0)
Related tax effect	133	24.3
Adjusted headline earnings from continuing operations	6 304	1 154.4

^{*} DHEPS based on 546 082 067 weighted average number of ordinary shares adjusted for dilution.



Items of a capital nature

	2023	Restated* 2022
Continuing operations	Rm	Rm
Impairment of property, plant and equipment	(96)	(46)
Impairment of right-of-use assets	(75)	(88)
Impairment of intangible assets	(37)	(12)
Non-financial asset impairments	(208)	(146)
Profit/(loss) on disposal and scrapping of property	1	(94)
Profit on disposal of assets classified as held for sale	132	18
Profit on sale and leaseback transaction	102	-
Loss on disposal and scrapping of plant and equipment and intangible assets	(127)	(366)
Insurance claims receivable	82	582
Other	2	(23)
Total expenditure of a capital nature	(16)	(29)

Notes to the results:

Non-financial asset impairments by segment	2023 Rm
Supermarkets RSA	81
Supermarkets Non-RSA	67
Furniture	20
Total continuing operating segments	168
Hyperinflation effect	40
Consolidated continuing operations	208



^{*} Restated for the classification of the Group's DRC operations as discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations.